

We claim:

1. A system for managing commerce comprising:
 - an interface for sending and receiving data to and from the Internet;
 - 5 means for storing data representative of a seller, a distributor and a purchaser;
 - means for storing data representative of a product available from the seller;
 - means for storing data representative of a contract between the seller and the purchaser;
 - means for storing data representative of a purchase of the product by the
 - 10 purchaser from the seller;
 - means for storing data representative of a shipment of the product from the distributor to the purchaser;
 - means for determining a rebate due to the purchaser from the seller;
 - means for transferring a payment received from the purchaser to the seller;
 - 15 and
 - means for determining a chargeback payment due from the manufacturer to the distributor,
 - wherein the seller, the distributor and the purchaser access the system using the Internet.

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2. The system of claim 1 wherein data representative of a contract comprises at least two party names, a product, a price, a date, and a term.

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3. The system of claim 2 wherein data representative of a contract further comprises a rebate due from the seller to the purchaser.

4. The system of claim 1 further comprising:
10 means for determining a trade fund balance for each product purchased by the purchaser from the seller; and
means for updating the trade fund balance when a rebate is processed.

5. The system of claim 1 wherein the trade fund balance further
15 comprises an actual trade fund balance and a budgeted trade fund balance.

6. A system for managing commerce comprising:
an interface for sending and receiving data to and from the Internet;
means for storing data representative of a seller, a distributor, a group
20 purchasing organization and an end user;
means for storing data representative of a product available from the seller;
means for storing data representative of a contract between the seller and the group purchasing organization;

means for storing data representative of a purchase of the product by the group purchasing organization from the seller;

means for storing data representative of a shipment of the product from the distributor to the end user;

5 means for determining a rebate due to the group purchasing organization from the seller;

means for transferring a payment received from the group purchasing organization to the seller;

10 wherein the seller, the distributor and the group purchasing organization access the system using the Internet.

7. The system of claim 6 wherein data representative of a contract comprises at least two party names, a product, a price, a date, and a term.

15 8. The system of claim 7 wherein data representative of a contract further comprises a rebate due from the seller to the group purchasing organization.

9. The system of claim 6 further comprising:

20 means for determining a trade fund balance for each product purchased by the group purchasing organization from the seller; and

means for updating the trade fund balance when a rebate is processed.

10. The system of claim 6 wherein the trade fund balance further comprises an actual trade fund balance and a budgeted trade fund balance.

11. A method for managing commerce from an electronic commerce site
5 accessed over a network, comprising the steps of:
storing data representative of a seller, a distributor and a purchaser;
storing data representative of a product available from the seller;
storing data representative of a contract between the seller and the purchaser;
storing data representative of a purchase of the product by the purchaser from
10 the seller;
storing data representative of a shipment of the product from the distributor
to the purchaser;
determining a rebate due to the purchaser from the seller;
transferring a payment received from the purchaser to the seller; and
15 determining a chargeback payment due from the manufacturer to the
distributor.

12. The method of claim 11 wherein data representative of a contract comprises at least two party names, a product, a price, a date, and a term.

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13. The method of claim 12 wherein data representative of a contract further comprises a rebate due from the seller to the purchaser.

14. The method of claim 11 further comprising:

determining a trade fund balance for each product purchased by the purchaser from the seller; and

updating the trade fund balance when a rebate is processed.

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15. The method of claim 11 wherein the trade fund balance further

comprises an actual trade fund balance and a budgeted trade fund balance.

16. A method for managing commerce from an electronic commerce site

10 accessed over a network comprising:

storing data representative of a seller, a distributor, a group purchasing organization and an end user;

storing data representative of a product available from the seller;

15 storing data representative of a contract between the seller and the group purchasing organization;

storing data representative of a purchase of the product by the group purchasing organization from the seller;

storing data representative of a shipment of the product from the distributor to the end user;

20 determining a rebate due to the group purchasing organization from the seller; and

transferring a payment received from the group purchasing organization to the seller.

17. The method of claim 16 wherein data representative of a contract comprises at least two party names, a product, a price, a date, and a term.

5 18. The method of claim 17 wherein data representative of a contract further comprises a rebate due from the seller to the group purchasing organization.

19. The system of claim 16 further comprising:
determining a trade fund balance for each product purchased by the group
10 purchasing organization from the seller; and
updating the trade fund balance when a rebate is processed.

20. The method of claim 16 wherein the trade fund balance further
comprises an actual trade fund balance and a budgeted trade fund balance.

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